



EXPORTNews

"Your Partner in Exporting"

July/August 2004

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Serving the State of Georgia —

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ATLANTA U.S. EXPORT ASSISTANCE CENTER WEBSITE

The Atlanta U.S. Export Assistance Center now has its own website! For your information on current export topics, links to export trade resources, our monthly newsletter and upcoming local events, visit us at:

<http://www.buyusa.gov/georgia/>

EXPORTNews is the monthly newsletter of the U.S. Commercial Service, U.S. Dept. of Commerce in Atlanta. It is distributed by email and winfax. To correct, add or delete an address, send complete contact information to the Atlanta USEAC at the email address or fax # above.

NEW EDITION !

INTERNATIONAL TRADE OPPORTUNITIES DELIVERED DIRECTLY TO YOU!

In an effort to assist firms in the U.S. Information Communications Technologies (ICT) industry to increase their export sales, the U.S. Department of Commerce has created the on-line "ICT e-Market Express Bulletin." At this site you will find monthly updated **market research**, **trade leads**, and **trade events** for worldwide opportunities. This August 2004 bulletin has just been updated with all new reports received in July 2004.

Please direct your browser to the URL link below to view and select the reports of your interest to <http://www.buyusa.gov/eme/ict.html>

Contact Brendan Kelly at (281) 449 - 9404 or via email at Brendan.Kelly@mail.doc.gov for questions, comments, or difficulties viewing the on-line bulletin.

Are you Aware of All of Your Export Financing Options?

Export finance is a very broad category of international trade, your options range from due diligence on your buyers, pre-shipment financing, wire transfer, letters of credit, export credit insurance, to factoring your export receivables. SBA Finance Officer Ray Gibeau in the Atlanta U.S. Export Assistance Center can provide you with a copy of the 2004 Business Resource Guide, "For Starting and Expanding Entrepreneurs". The Guide provides exporters with Financial Assistance Programs which includes: SBA Financial Programs; 7(a) Loan Guaranty Program; SBA Express; Export Working Capital Program and the International Trade Loan Program, just to name a few. For a copy of the guide call us at 404-657-1959.

ALERT!

The inaugural September/October issue of Commercial News USA is now available online at www.export.gov/cnusa. Just click on the "Current Issue" button. A one-time registration survey is required in order to access the pdf. file. For more information contact Barb Rawdon or Terry Shavatt at 202-482-5281.

If you do not want to receive this newsletter, please reply back to: Office.Atlanta@mail.doc.gov to "CANCEL" in the subject line.

NAFTA – Ten Years Later

January 1, 2004 marked an important milestone for the United States: the tenth anniversary of the launching of NAFTA. NAFTA is the world's largest free trade area, with members' total GDP exceeding US \$11 trillion. With the availability of ten-year statistics, this anniversary presents an opportunity to consider how trade, investment and employment have benefited from NAFTA. USDOC's Trade Development Office recently compiled a series of factual reports highlighting how provisions of NAFTA have affected U.S. trade, investment, and employment, and include success stories from U.S. firms across the country. U.S. export growth between 1993 and 2003 to NAFTA partners outpaced export growth to the rest of the world, and total trade among the three countries has more than doubled. The reports also demonstrate how market access through free trade agreements has directly and indirectly benefited U.S. firms and workers, and show how NAFTA helps U.S. firms remain globally competitive through increased sales and exports. Twelve sector reports and an overall review report are now available on the Trade Development website. Sector reports include information on: 1) agricultural equipment, 2) chemicals, 3) environmental technologies, 4) information communication technologies, 5) medical equipment, 6) motor vehicles and parts, 7) paper and pulp, 8) pharmaceuticals, 9) processed foods and beverages, 10) scientific equipment, 11) services, and 12) textiles and apparel. To access the 12 reports, click here: <http://www.ita.doc.gov/td/industry/otea/nafta/nafta-index.html>

Outstanding Opportunities for Infrastructure Development in Vancouver

The city of Vancouver is undergoing a massive upgrade in its infrastructure facilities. As a result, outstanding opportunities exist for U.S. architecture, construction and engineering firms. The U.S. Commercial Service Office in Vancouver has prepared some excellent International Marketing Insight reports to bring these opportunities to the attention of U.S. firms. Reports available include: 1) Port Expansion Plan, 2) Vancouver Convention and Exhibition Center, 3) Vancouver Convention Center Expansion, 4) Vancouver Port Projects, 5) Vancouver Winter Olympics, 6) Vancouver Translink, 7) Winning 2010 Olympic Bids. To request copies of a or all of these reports, send an email to: Office.Atlanta@mail.doc.gov

Revision of Export and Re-Export Restrictions on Cuba

Effective June 30, 2004 new limits were placed on gift parcels and personal baggage and licensing policy was revised regarding vessels going to Cuba. The rule narrows the list of eligible commodities that can be included in gift parcels to Cuba under License Exception GFT (§ 740.12 of the EAR). For a copy of the restrictions, email us at Office.Atlanta@mail.doc.gov or contact: Brian Nilsson, Foreign Policy Division, Office of Nonproliferation and Treaty Compliance Bureau of Industry and Security, U.S. Department of Commerce, P.O. Box 273, Washington, DC 20044; Telephone: (202) 482-5485, email: bnilsson@bis.doc.gov.

Israel: U.S. Commercial Service's Market of the Month

Learn about opportunities in Israel, best prospects, the Access Eastern Mediterranean (AEM) program, and more! Israel has emerged as one of the world's premier centers for high-tech design and research and development, with particular strength in computer software, telecommunications and biotechnology -- offering many opportunities for U.S. businesses. For more information, go to: http://www.export.gov/comm_svc/press_room/marketoftthemonth/Israel/israel.html.

RECENT INDUSTRY REPORTS

The following is a list of recent industry reports prepared by Commercial Service staff at U.S. embassies and consulates worldwide. For a copy of the entire report(s), email Office.Atlanta@mail.doc.gov or go to: <http://www.export.gov/> and click on "Market Research" in left-hand column.

Argentina: Certificate of Origin - Imports (Update)

Australia: Market Overview of Clinical/Diagnostic Sector

Austria: Market for Dental Equipment and Products

Brazil: Brazilian Customs will Adopt Pre-Clearance System

Bulgaria: Sources of Financing for U.S. Exporters/Investors

Canada: How to Win Business at Vancouver

2010 Olympics

Chile: Mall for Sports Fans Launched

Denmark: Healthcare and Laboratory Equipment

Dominican Republic: Refrigeration Equipment

Egypt: Reduces Fees for Imported Cosmetics

Germany: Standards and Certifications - Helping U.S. Exporters in Germany

India: Machine Tools and Metalworking Equipment

Indonesia: Medical Equipment and Supplies

Indonesia: Obligation to Register Medical Devices and Household Health Supplies

Check Out These Valuable Resources:

Industry Specific Newsletters Available – The following newsletters published by U.S. Commercial Service Industry Specific Teams are now available. All of these newsletters focus on export issues/ opportunities in specific sectors for U.S. companies. Please click on the link below for a specific newsletter.

Aerospace:

<http://www.buyusa.gov/eme/ame.tml>

Automotive:

<http://www.buyusa.gov/auto.html>

Environmental:

<http://www.buyusa.gov/eme/enviro.html>

Information Communication

Technology:

<http://www.buyusa.gov/eme/ict.html>

Medical:

<http://www.buyusa.gov/eme/medical.html>

Safety and Security:

<http://www.buyusa.gov/eme/ss.html>

Travel and Tourism:

<http://www.buyusa.gov/eme/ta.html>